

Message Text

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R 222225Z SEP 75
FM SECSTATE WASHDC
TO AMEMBASSY ALGIERS
INFO AMEMBASSY BEIRUT

UNCLAS STATE 225848

E.O. 11652: N/A

TAGS: BEXP, AG

SUBJECT: FOREIGN BUSINESS VISITOR, MUSTAPHA BOUARFA,
-- DIRECTOR, ALGERIAN NATIONAL EDP AUTHORITY

REF: ALGIERS 1944 (NOTAL)

BEIRUT FOR RTDC

1. RESPONSE DELAYED FOR REASONS NOTED BELOW. COMMERCE/
CAGNE PLEASED ASSIST ALGERIAN EMBASSY, WASHINGTON TO
MAKE APPOINTMENTS FOR MR. BOUARFA, OR WE WILL MAKE APPOINT-
MENTS DIRECTLY, IF NECESSARY. TO DATE EMBASSY HERE HAS NOT
BEEN INFORMED OF BOUARFA TRIP THROUGH GOA CHANNELS.

2. WE ARE INFORMING COMPUTER MANUFACTURERS LISTED REFTTEL
OF BOUARFA WISH SEE THEM. ALSO HAVE WRITTEN 109 PARTICI-
PANTS IN MAY 1975 NATIONAL COMPUTER CONFERENCE, CALIFORNIA,
ABOUT VISIT AND REQUESTED INTERESTED FIRMS REPLY TO US.

3. INFORMATION ON BOUARFA'S PLANS HAS BEEN COMMUNICATED
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TO US SEPARATELY BY LEBANESE BUSINESSMAN EMILE KHOURY AND

U.S. BUSINESSMAN RUDOLPH BERGFELD ASSOCIATED WITH KHOURY.

A. ON SEPTEMBER 9 AND 17 BERGFELD AND KHOURY BRIEFED CAGNE ON BOUARFA TRIP, GOA COMPUTER PLANS, AND PROPOSED PAN ARAB COMPUTER SYMPOSIUM/EXHIBITION. BERGFELD IS MANAGER/INTERNATIONAL PROGRAMS FOR COMPUTER SCIENCES CORP., (CSC), EL SEGUNDO, CALIFORNIA AND FALLS CHURCH, VIRGINIA, A MAJOR SOFTWARE FIRM ACTIVE IN NEAR EAST. KHOURY REPRESENTS ASSOCIATED BUSINESS CONSULTANTS, AN AFFILIATE OF INTERNATIONAL MANAGEMENT SERVICES INC., BEIRUT. KHOURY CLAIMS TO BE CLOSELY ASSOCIATED WITH BOUARFA AND ALGERIAN PRESIDENT AND SITS ON ADVISORY COUNCIL TO GOA ON EDP MATTERS. HE REPORTEDLY CARRIES GOA DIPLOMATIC PASSPORT.

B. KHOURY AND BOUARFA WITH ASSISTANCE FROM CSC WISH ORGANIZE IN ALGIERS A PAN ARAB COMPUTER SYMPOSIUM/EXHIBITION IN 1976, POSSIBLE OCTOBER. THIS SHOW WOULD DRAW VISITORS FROM ARAB LEAGUE COUNTRIES WHICH IN PAST YEAR HAVE ORGANIZED ,COMPUTER SOCIETIES,, (I.E. MOST COUNTRIES EXCEPT LEBANON, SUDAN, TUNISIA AND UAE) AND WOULD FOLLOW PLANNED NOVEMBER 1975 BAGHDAD MEETING WHICH WILL DISCUSS PAN ARAB STRUCTURE FOR EDP DEVELOPMENT.

C. ALGERIA IS INTERESTED IN ORGANIZING AND HOSTING PROPOSED SYMPOSIUM/EXHIBITION IN ORDER TO CONFIRM ITS POSITION AS ARAB EDP CENTER. KHOURY INDICATED AS FURTHER PROOF OF AMBITIOUS ALGERIAN EDP PLANS THAT GOA HAS SIGNED BILATERAL AGREEMENTS WITH IRAQ, SUDAN, SOMALIA, SENEGAL, NIGERIA, ZAIRE, GUINEA-BISSAU AND EXPECTS TO SIGN WITH LIBYA, SYRIA, AND MAURITANIA WHICH PROVIDE FOR FUTURE ALGERIAN TRAINING OF NATIONALS FROM THESE COUNTRIES IN EDP AND ALGERIAN COMPUTER HANDLING OF NATIONAL ACCOUNTS FOR THESE COUNTRIES. KHOURY ALSO NOTED ALGERIAN PLANS TO ASSEMBLE MINI-COMPUTERS LOCALLY.

D. KHOURY/BERGFELD ASKED COMMERCE TO PARTICIPATE IN PROPOSED SHOW BY ORGANIZING EXHIBITION OF U.S. COMPUTER HARDWARE AND SOFTWARE FIRMS. THEY CLAIM THAT GOA AND OTHER ARAB PARTICIPANTS WILL NOT BE INTERESTED IN
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EXHIBITORS FROM OTHER COUNTRIES SINCE U.S. FIRMS ARE RECOGNIZED INDUSTRY LEADERS. THEY CLAIM THAT GOA/BOUARFA OFFERS THESE FACILITIES: PAID TRANSPORTATION TO SHOW FOR 500 TO 600 ARAB PARTICIPANTS, FREE LODGING FOR PARTICIPANTS AND U.S. EXHIBITORS AT CLUB DES PINS WHERE SHOW PROBABLY WOULD BE HELD, FREE EXHIBITION SPACE, AND GUARANTEE OF NO CUSTOMS/FREIGHT HANDLING PROBLEMS FOR EXHIBITORS.

E. FURTHER, KHOURY CLAIMED THAT COMMERCE EXPRESSION OF INTEREST IN SHOW WAS PRACTICALLY PRE-REQUISITE TO UP-COMING BOUARFA VISIT, SINCE BOUARFA DID NOT WANT TO VISIT U.S. QTE. JUST TO MEET SALESMEN UNQTE.

3. COMMERCE/CAGNE EXPRESSED CAUTIOUS INTEREST IN FURTHER DISCUSSING POSSIBLE COMMERCE-SPONSORED COMPUTER EXHIBITION IN ALGIERS, SUBJECT TO EMBASSY ADVICE AND CONFIRMATION OF GOA PLANS, AND SUBJECT TO BUDGET AVAILABILITIES. ALTHOUGH WE MADE NO FIRM COMMITMENT TO PARTICIPATE, KHOURY SAID OUR EXPRESSION OF INTEREST SUFFICES TO ENABLE HIM TO RECOMMEND THAT BOUARFA DEFINITELY UNDERTAKE HIS U.S. TRIP.

4. WE POINTED OUT TO KHOURY/BERGFELD PRACTICAL PROBLEMS IN ORGANIZING AND RECRUITING AN EXHIBITION, INCLUDING NEED FOR PROCUREMENT LEAD TIME, INEVITABLE CUSTOMS/FREIGHT PROBLEMS, FACT OF SEPT. 1976 COMBINED ALGIERS AND PAN-AFRICAN FAIR WHICH WILL COMPETE FOR EXHIBITOR SERVICES IN CITY.

5. WE ADVISED KHOURY/BERGFELD TO SEE EMBASSY COMATT WHEN THEY VISIT ALGIERS NEXT MONTH.

6. ACTION REQUESTED:

A) CONFIRM BOUARFA TRAVEL DATES AND PLANS;
B) CONFIRM SUBSTANCE OF GOA PLANS FOR SYMPOSIUM/EXHIBITION;
C) ADVISE WHETHER COMMERCE SHOULD CONSIDER PARTICIPATION IN PLANNED SHOW, AND IF SO, IN WHAT FORM.
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TAGS: BEXP, AG
To: ALGIERS
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